

MEMORANDUM
COUNTY OF PLACER
DEPARTMENT OF ADMINISTRATIVE SERVICES
PROCUREMENT SERVICES DIVISION

TO: Honorable Board of Supervisors

FROM: Jim Boggan, Purchasing Manager *JB*

DATE: February 22, 2011

SUBJECT: Approve the Award of Competitive Bid No. 10051 to Future Ford of Roseville for Two Compact Extended Cab Pickup Trucks and Four Full Size Pickup Trucks for the Department of Public Works in the Amount of \$163,287.08

ACTION REQUESTED

Approve the award of competitive Bid No. 10051 to Future Ford of Roseville for two compact extended cab pickup trucks and four full size pickup trucks for the Department of Public Works (DPW) in the amount of \$163,287.08, and authorize the Purchasing Manager to sign the resulting purchase order.

BACKGROUND

Invitation for Bids (IFB) No. 10051 requested bids for two compact extended cab pickup trucks for DPW Fleet Services and five 1-ton pickup trucks to be used by DPW Road Maintenance. The IFB was distributed via the County's E-Bid system to seventy-eight potential bidders and was also advertised on the County's website. A total of four responsive bids were received. The bids were evaluated on the unit pricing offered for each bid package, upgraded bumper-to-bumper warranty, and compliance with the bid specifications, terms, and conditions. Prompt payment discounts and local vendor preference were also considered. The bid evaluation spreadsheets are submitted as Attachment A.

The bid evaluation illustrates that Future Ford of Roseville, due to their local vendor preference credit, is the lowest responsive bidder for Bid Package 1, two compact extended cab pickup trucks and extended warranties for \$38,331.06. Future Ford Roseville also offered a prompt payment discount that made them the lowest responsive bidder for Bid Package 2, four 1-ton pickup trucks with optional equipment and extended warranties for \$124,956.02. In light of the current fiscal environment, Public Works reduced the number of 1-ton trucks to be purchased from five to four and will not purchase the maximum extended warranty upgrades offered in Bid Packages 1 and 2. Based on this decision, the County will save \$46,844.01.

FISCAL IMPACT

Upon your Board's approval, a purchase order will be awarded to Future Ford of Roseville in the amount of \$163,287.08. The Department of Public Works' Fiscal Impact Statement is attached (refer to Attachment B).

Attachments: A. IFB 10051 Evaluation Spreadsheet
B. Department of Public Works' Fiscal Impact Statement

cc: Chuck Gordon, DPW Fleet Services
Cynthia Taylor, DPW Administration



BID EVALUATION & AWARD RECOMMENDATION

Bid No. 10051
Title: Pickup Trucks (Partial Re-Bid of Bid No. 10030)
Due Date: 1/31/11

Buyer Name: Jon Manning
Phone: 530-889-4290
Estimated Award Date: 2/22/11
- Recommended award

		Name of Firm City/State	Hansel Ford Lincoln Mercury Santa Rosa, CA	Auburn Ford Auburn, CA	Future Ford of Roseville Roseville, CA	Winner Chevrolet Colfax, CA				
		Telephone Fax Number	707-543-7430 707-573-9218	530-823-6591 530-823-1535	916-969-0822 916-786-2670	530-346-8313 530-346-8407				
		FOB Delivery Time	Destination 60 days ARO	Destination 42-56 days ARO	Destination 42-56 days ARO	Destination 56-70 days ARO				
		LVP Certified? ⁽¹⁾ Invoice Terms ⁽²⁾	No Net 30	No Net 30	Yes \$500.00 discount per vehicle for payment within 20 days	Yes Net 30				
PACKAGE 1 - COMPACT PICKUP TRUCKS										
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1.1	Compact Extended Cab Pickup Truck, 2 WD Model Offered:	2	16,007.00 Ford R1E	32,014.00	16,526.00 Ford R1E	33,052.00	16,985.48 Ford R1E	33,970.96	16,985.00	33,970.00 2011 Chevrolet Colorado Ext. Cab
(1)	Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.		Subtotal	32,014.00	Subtotal	33,052.00	Subtotal	33,970.96	Subtotal	33,970.00
			8.25% Sales Tax	2,641.16	8.25% Sales Tax	2,726.79	8.25% Sales Tax	2,802.60	8.25% Sales Tax	2,802.53
			CA Tire Fees	17.50	CA Tire Fees	17.50	CA Tire Fees	17.50	CA Tire Fees	17.50
			Bid Total	34,672.66	Bid Total	35,796.29	Bid Total	36,791.06	Bid Total	36,790.03
(2)	Invoice Terms of less than 10 days cannot be considered.		LVP	0.00	LVP	0.00	LVP ¹	1,839.55	LVP ¹	1,839.50
			Prompt Pay Disc	0.00	Prompt Pay Disc	0.00	Prompt Pay Disc	1,000.00	Prompt Pay Disc	0.00
1.2	WARRANTY UPGRADE Bumper-to-Bumper 75,000 Mile Warranty	2	1,275.00	2,550.00	1,070.00	2,140.00	770.00	1,540.00	1,100.00	2,200.00
			Ref. Price	\$37,222.66	Ref. Price	\$37,936.29	Ref. Price	\$35,491.51	Ref. Price	\$37,150.52
WARRANTY UPGRADE/OPTIONAL EQUIPMENT			Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
1.3	Warranty Cost to Upgrade to Max. Ext. Warranty	0	2,365.00	0.00	1,840.00	0.00	1,640.00	0.00	1,450.00	0.00
1.4	Cost to Install Bluetooth System	2	No Bid	0.00	No Bid	0.00	No Bid	0.00	375.00	750.00
			Subtotal	0.00	Subtotal	0.00	Subtotal	0.00	Subtotal	750.00
			8.25% Sales Tax	0.00	8.25% Sales Tax	0.00	8.25% Sales Tax	0.00	8.25% Sales Tax	61.88
			LVP	0.00	LVP	0.00	LVP ¹	0.00	LVP ¹	37.50
			Prompt Pay Disc	0.00	Prompt Pay Disc	0.00	Prompt Pay Disc	0.00	Prompt Pay Disc	0.00
			Ref. Price + Warranty Upgrade & Optional Equipment:	\$37,222.66	Ref. Price + Warranty Upgrade & Optional Equipment:	\$37,936.29	Ref. Price + Warranty Upgrade & Optional Equipment:	\$35,491.51	Ref. Price + Warranty Upgrade & Optional Equipment:	\$37,924.90
			* - LVP Credit cannot exceed \$5,000.00 in accordance with Purchasing Policy Manual Section 1.2(f)							
TOTAL PURCHASE ORDER COST:				\$37,222.66		\$37,936.29		\$38,331.06		\$39,801.90
(Total Purchase Order Cost includes 8.25% Sales Tax, CA Tire Fees, and Selected Upgrades. Local Vendor Preference and Prompt Payment Discounts are not included in the purchase order cost.)										

\$0 Deductible, Bumper-to-Bumper Warranty is 6 year/75,000 mile ESP Premium Care warranty. Max. Ext. Warranty is 7 year/125,000 mile, \$0 deductible Premium Care warranty.

\$0 Deductible, Bumper-to-Bumper Warranty is 6 year/75,000 mile Extra Care warranty. Max. Ext. Warranty is 7 year/125,000 mile, \$0 deductible Extra Care warranty.

\$0 Deductible, Bumper-to-Bumper Warranty is 6 year/75,000 mile warranty. Max. Ext. Warranty is 7 year/125,000 mile, \$0 deductible warranty.

\$0 Deductible, Bumper-to-Bumper Warranty is 6 year/75,000 mile warranty. Max. Ext. Warranty is 7 year/100,000 mile, \$0 deductible warranty.

130



COUNTY OF PLACER, AUBURN, CA

BID EVALUATION & AWARD RECOMMENDATION

Bid No. 10051
Title: Pickup Trucks (Partial Re-Bid of Bid No. 10030)
Due Date: 1/31/11

Buyer Name: Jon Manning
Phone: 530-889-4290
Estimated Award Date: 2/22/11
- Recommended award

Name of Firm		Hansel Ford Lincoln Mercury	Auburn Ford	Future Ford of Roseville	Winner Chevrolet					
City/State		Santa Rosa, CA	Auburn, CA	Roseville, CA	Colfax, CA					
Telephone		707-543-7430	530-823-6591	916-969-0822	530-346-8313					
Fax Number		707-573-9218	530-823-1535	916-786-2670	530-346-8407					
FOB Delivery Time		Destination 120 days ARO	Destination N/A	Destination 56-70 days ARO	Destination 56-70 days ARO					
LVP Certified? ⁽¹⁾		No	No	Yes	Yes					
Invoice Terms ⁽²⁾		Net 30	Net 30	\$500.00 discount per vehicle for payment within 20 days	Net 30					
PACKAGE 2 - 1 TON, 4X4 PICKUP TRUCKS										
Item No.	Item Description	Qty	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
2.1	1 Ton, 4x4, Long Bed Pickup Model Offered:	4	No Bid	0.00	No Bid	0.00	27,208.00 Ford F3B	108,832.00	24,945.00 2011 Chevy Silverado 3500HD 4x4	99,780.00
(1) Local Vendor Preference is granted to those firms who file an LVP Affidavit with the County prior to the close of the bid.		Subtotal		0.00	Subtotal	0.00	Subtotal	108,832.00	Subtotal	99,780.00
(2) Invoice Terms of less than 10 days cannot be considered.		8.25% Sales Tax		0.00	8.25% Sales Tax	0.00	8.25% Sales Tax	8,978.64	8.25% Sales Tax	8,231.85
		CA Tire Fees		0.00	CA Tire Fees	0.00	CA Tire Fees	35.00	CA Tire Fees	35.00
		Bid Total		0.00	Bid Total	0.00	Bid Total	117,845.64	Bid Total	108,046.85
		LVP		0.00	LVP	0.00	LVP*	5,000.00	LVP*	5,000.00
		Prompt Pay Disc		0.00	Prompt Pay Disc	0.00	Prompt Pay Disc	2,000.00	Prompt Pay Disc	0.00
2.2	WARRANTY UPGRADE Bumper-to-Bumper 72,000 Mile Warranty	4	0.00	0.00	0.00	0.00	1,035.00	4,140.00	1,641.00	6,564.00
		Ref. Price		\$0.00	Ref. Price		\$0.00	\$0.00	Ref. Price	\$109,610.85
		Ref. Price		\$0.00	Ref. Price		\$114,985.64	\$114,985.64	Ref. Price	\$109,610.85
WARRANTY UPGRADE/OPTIONAL EQUIPMENT			Unit Price	Extension	Unit Price	Extension	Unit Price	Extension	Unit Price	Extension
2.3	Warranty Cost to Upgrade to Max. Ext. Warranty	0	0.00	0.00	0.00	0.00	2,465.00	0.00	2,002.00	0.00
2.4	Cost to Upgrade Lightbar to LFL Liberty SX Series	4	0.00	0.00	0.00	0.00	200.00	800.00	2,123.00	8,492.00
2.5	Cost to Install Bluetooth System	4	0.00	0.00	0.00	0.00	486.00	1,944.00	375.00	1,500.00
		Subtotal		0.00	Subtotal	0.00	Subtotal	2,744.00	Subtotal	9,992.00
		8.25% Sales Tax		0.00	8.25% Sales Tax	0.00	8.25% Sales Tax	226.38	8.25% Sales Tax	824.34
		LVP		0.00	LVP	0.00	LVP*	0.00	LVP*	0.00
		Prompt Pay Disc		0.00	Prompt Pay Disc	0.00	Prompt Pay Disc	0.00	Prompt Pay Disc	0.00
* - LVP Credit cannot exceed \$5,000.00 in accordance with Purchasing Policy Manual Section 1.2(f)		Ref. Price + Warranty Upgrade & Optional Equipment:		\$0.00	Ref. Price + Warranty Upgrade & Optional Equipment:		Ref. Price + Warranty Upgrade & Optional Equipment:	\$117,956.02	Ref. Price + Warranty Upgrade & Optional Equipment:	\$120,427.19
TOTAL PURCHASE ORDER COST:				\$0.00		\$0.00		\$124,956.02		\$125,427.19
(Total Purchase Order Cost includes 8.25% Sales Tax, CA Tire Fees, and Selected Upgrades. Local Vendor Preference and Prompt Payment Discounts are not included in the purchase order cost.)										

\$0 Deductible, Bumper-to-Bumper Warranty is 6 year/72,000 mile warranty. Max. Ext. Warranty is 7 year/125,000 mile, \$0 deductible warranty.

\$0 Deductible, Bumper-to-Bumper Warranty is 6 year/75,000 mile warranty. Max. Ext. Warranty is 7 year/100,000 mile, \$0 deductible warranty.

131

MEMORANDUM

DEPARTMENT OF PUBLIC WORKS
County of Placer

TO: Honorable Board of Supervisors

FROM: Ken Grehm, Director

DATE: February 2, 2011

SUBJECT: **Fiscal Impact Statement**
RQ052400 Purchase of Fleet Services Fixed Assets – Two Compact Pickup Trucks;
and RQ052011 Purchase of Roads Division Fixed Assets – Four 4x4 Pickup Trucks

Sufficient funding has been budgeted in the amount of \$37,000 in the Fleet Services Asset FY2010/11 budget and \$150,000 in Roads Division Fixed Asset FY2010/11 budget.

RQ052011 Roads 4x4 pickups Fiscal Stmt.doc